



November showcased the 2nd Philippine Fablab Conference on November 21-23 at the Robinsons Galleria, Cebu City.

The FABFEST 2 gathered an assemblage of businessmen, makers, and creators all over the Philippines. With Talks, Maker and Fablab Workshops, Exhibitions and Demos, and Lab Presentations. It engaged stakeholders with diverse experiences and expertise – sharing their valuable inputs in coming up with solutions and initiatives to deliver high impact interventions to MSMEs and other clients.

About 50 exhibitors and “technopreneurs” joined the 2nd Philippine FabLab Festival.. The three-day event, also showcased the “maker movement”, a new style of production wherein private citizens get to create products using digital fabrication equipment such as 3D printers and laser cutters based on data available on the Internet.

In an effort to provide a venue for micro and small enterprises (MSEs) to showcase their products, the Department of Trade and Industry (DTI) opened a One Town, One Product Philippines Hub (OTOP PH Hub) in Siquijor at the Pasalubong Center, Campalanas, Lazi on November 28. An OTOP PH Hubs is a center where MSEs can display products that have been given assistance by DTI.

Last 20 November, the DTI in partnership with the Philippine Center for Entrepreneurship – Go Negosyo gathered the mentee graduates, certified mentors and enablers in the 2018 Kapatid Mentor ME Summit held at the Water-front Cebu City Hotel.

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- DTI-CARP Coffee 101 training caravan
- DTI promotes use of PH-EFTA FTA, calls on Exporters to seize opportunities



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Last 20 November, the Department of Trade and Industry (DTI) in partnership with the Philippine Center for Entrepreneurship – Go Negosyo gathered the mentee graduates, certified mentors and enablers in the 2018 Kapatid Mentor ME Summit held at the Waterfront Cebu City Hotel.

KMME Summit was launched with the aim to delve into the inspiring entrepreneurial journey of top business experts, build network and strengthen the relationship amongst the mentees, mentors, and enablers, provide a B2B avenue to the participants through showcasing the products of mentee-graduates and to continue capacitate development opportunities for both the mentors and mentees.

Usec. Zenaida C. Maglaya was present during the summit and shared the KMME accomplishments from the past two years and how it greatly helped the mentee-graduates. KMME Summit provided two sessions focusing gender sensitivity and building MSME resilience to disasters which were facilitated by Carmen Lopez, Supervising Project Officer of Great Women Project 2 and Rene S. Meily, President of Philippine Disaster Resilience Foundation (PDRF). One of the highlights of the summit was the Pitch to Reach: The KMME Challenge, an activity that was crafted to be a platform for KMME mentee-graduates to learn and understand how to pitch and see this as a practice session. Eight mentees pre-

sented their respective business plans to a panel for pitching.

Accordingly, the top eight finalists were lucky to be coached by Carlo Calimon, the Director of StartUp Village. On the list of the panelists for the Pitching Activity were Steve Benitez of Bo's Coffee, Dr. Cecilio Pedro of Lamoian Corporation, Josephine Romero of Magpie, Prof. Willy Arcilla of Arcilla Marketing and Leadership Consultancy and Clarke Nebraska of Terravida Natural Ventures.

Highlighting the importance of integrity on being a successful entrepreneur, forum one entitled Business Leaders: The Untold Stories of Success was presented during the summit. The panelists were Justin Uy, Profood International Corporation; Dr. Cecilio Pedro, Lamoian Corporation; Jay Aldeguer, The Island Group; Steve Benitez, Bo's Coffee and Bunny Pages, Pages Holding Inc. The forum was moderated by Virgilio "Nonoy" Espeleta, PCE Visayas Coordinator. Additionally, the last forum entitled Tales of the Field: Inspiring Stories of KMME Mentors and Mentees featured both mentors and mentees as panelists namely Clarke S. Nebraska, Terravida Natural Ventures; Rey Calooy, RNC Marketing; Victor Madlangbayan, Hill Stop Hack; Brienda Gup-ad, Shaquil Food Products (CAR Mentee) and Marvin Viagedor, Silly Boy Hot Sauce (Region 7 mentee). The forum tackled business ideas and setting the right entrepreneurial mindset. The forum was moderated by DTI KMIS Dir. Patricia May M. Abejo. (visit dti.gov.ph for more DTI news)

DTI KOMIKS



DTI Cebu Provincial Office



MGA KINAHANGLAN DAD-ON PARA MAKAKUHA UG SENIOR CITIZEN DISCOUNT UG UBAN PANG BENIPISYO.



Senior Citizen I.D.



Senior Citizen Booklet

News Bite

The Department of Trade and Industry, in its thrust to provide a more enabling business environment for MSMEs, has pioneered the establishment of Fabrication Laboratories (FABLAB) in the country.

To amplify the existing individual efforts of the Fablabs, the DTI – Cebu hosted a Fablab conference dubbed as FAB-FEST 2: 2nd Philippine Fablab Conference on November 21-23, 2018 at the Robinsons Galleria, Cebu City.

The FABFEST 2 gathered an assemblage of businessmen, makers, and creators all over the Philippines. With Talks, Maker and Fablab Workshops, Exhibitions and Demos, and Lab Presentations, it was an engagement of stakeholders with diverse experiences and expertise – sharing their valuable inputs in coming up with solutions and initiatives to deliver high impact interventions to MSMEs and other clients.



Activities in Photos



(Photo above) A joint DTI and BSP Seminar on Consumer Empowerment, Fraud and Scams in this Digital Age was conducted on Dec 3, 2018.

(Photo below) On the 3rd day of the Philippine Fabrication Laboratories Festival 2018., participants visited the factory of Minebea Mitsumi in Danao City and Vasacrafts Company in Lapu-lapu City. .



Activities in Photos



(Photos above and below) In an effort to provide a venue for micro and small enterprises (MSEs) to showcase their products, the Department of Trade and Industry (DTI) opened a One Town, One Product Philippines Hub (OTOP PH Hub) at a Pasalubong Center in Campalanas, Lazi, Siquijor on November 28. OTOP PH Hubs are centers where MSE can display their products that have been given assistance by DTI. The OTOP PH Hub is the demand side of the OTOP program of the Philippine government that provides the physical and online channels and market access platform where OTOP products are showcased on a day-to-day basis.



DTI KOMIKS



DTI Cebu Provincial Office



Ma, gidala nimo ang imong Senior Citizen I.D. og Purchase Booklet? Para makakuha kag discount, Ma.



Ay oo nak, dala nako. Sayang man pud ang 20% discount.

Ma, 5% discount ra ang ma-avail nimo para sa mga basic og prime commodities.



Tinuod ka nak? Abi ko man nga tanang discount sa senior kay 20%.

Dili, Ma. 5% ra ang discount para sa mga basic og prime commodities. Eksampol niini kay bugas, sardinas, itlog, kape, de lata, toyo, patis, sabon pangkaligo, dairy products og uban pa.



Ay mao ba nak? Eh atong pahimuslan atong pagpangumpra. Daghanon nato ang atong paliton.

Ma, pwede raka mo konsumo dili molabaw sa P1,300 sa usa ka semana. Og magamit ang imong discount sa dili mo minus sa upat ka klase sa mga basic og prime commodities.



Ah mao ba nak? Kadaghan nakog nakat-unan nimo. Salamat nak.

DTI DEVELOPS PROTOTYPE APP FOR BUSINESS REGISTRATION

The government has developed a prototype that will allow new business registrants to apply for business permits using a mobile phone.

"We are pleased to report that business registration at your fingertips will soon be a reality. A multidisciplinary team composed of private/public sector representatives from DTI, DICT, SEC, QC LGU, and PHILHEALTH, with help from our friends from New Zealand Creative HQ, has just finished a prototype that enables end-to-end business registration on a mobile device. We are happy to note that the prototype is a viable concept. But more tests are being completed in order to further validate," said DTI Secretary Ramon M. Lopez, also the Chair of the Ease of Doing Business/Anti-Red Tape Advisory Council (EODB/ARTAC).

Since July, the DTI has organized a series of Design Sprints workshop and successfully developed a prototype for a portal on LGU information, and a framework on the Philippine Business Number (PHBN).

According to the DTI Secretary, the last design sprints held this week, is the last and the most challenging and timely. Project One's launch of Design Sprint 3 follows the release of the Doing Business Report Survey 2019 where we improved in the starting a business indicator, increasing from 66.86 to 71.97 in terms of EODB score. This also reflected an increase in the ranking from 173 to 166.

The Design Sprints Team successfully created a streamlined process for business registration, providing an excellent opportunity for the Philippines to become one of the first countries to adopt a business registration process that can be completed (end to end) on a

smartphone. The One Central Business Portal is being developed as an alternative registration channel that is so easy to use. This will significantly reduce the time, steps and costs plus the inconvenience of business registration particularly for micro, small and medium enterprises. The One Central Business Portal is expected to significantly make it easier for someone wanting to start a new business in the Philippines by consolidating government requirements in one application form. By making the portal available online and through the mobile phone, its transforms the registration experience into a convenient facility that is available 24 hours a day, 7 days a week, including holidays. Through the development of this portal, someone interested in putting a new corporation will no longer have to visit and transact with several government agencies separately. It also spares the applicant from having to contend with numerous face to face interactions, as well as queues to obtain a service.

The One Central Business Portal complies with Section 13 of RA 11032, mandating a "central system to receive applications and capture application data involving business-related transactions, including primary and secondary licenses, and business clearances, permits, certifications or authorizations issued by the local government units."

The DTI Secretary said that in accordance with RA 11032, DTI shall turn over the prototypes for the One Central Business Portal, including the framework of the Philippine Business Number (PHBN) and the end to end registration to the Department of Information and Communication Technology (DICT) for possible integration with other government systems. Under the newly enacted law, the DICT shall be primarily responsible in establishing, operating and maintaining a central business portal or other similar technology, said Secretary Lopez. ♦



DTI PROMOTES USE OF PH-EFTA FTA, CALLS ON EXPORTERS TO SEIZE OPPORTUNITIES

The Department of Trade and Industry (DTI) – Bureau of International Trade Relations (BITR), in coordination with the Philippine Trade and Investment Center (PTIC) – Geneva, and the European Free Trade Association (EFTA) Secretariat, organized a series of seminars on understanding the Philippines-EFTA Free Trade Agreement (FTA) under the One Country One Voice (OCOV) initiative. The advocacy seminars held in Cebu (5 November), in Davao (7 November), and in Manila (9 November) aimed to increase understanding of the FTA and offered practical information on how to export to the EFTA markets. The Philippines' trade accord with the EFTA states, comprised of Iceland, Liechtenstein, Norway, and Switzerland, entered into force on 1 June 2018.

"The PH-EFTA FTA marks an important milestone for our countries as it is now easier to do business with Iceland, Liechtenstein, Norway, and Switzerland. We are here to tell you about the opportunities ripe for the picking, eradicate doubts, address concerns, and most importantly, to listen to your suggestions on how we can further help you gain a stronger foothold in the EFTA markets," Trade and Industry Undersecretary Ceferino Rodolfo emphasized.

The seminar provided a comprehensive overview and main features of the bilateral trade agreement and covered customs issues such as rules of origin, proofs of origin and the verification procedure as well as other issues related to trade in goods, namely sanitary and phytosanitary requirements and technical standards. Experts also explained the approach to agricultural products in the FTA. The speakers and resource persons also gave detailed information on how to export to the EFTA markets and capped off with a Roundtable Discussion on how to

maximize trade opportunities under the FTA.

Some of the benefits for Philippine products are duty-free market access for all industrial and fisheries exports, significant concessions on agricultural exports, and more liberal origin requirements. Opportunities for Filipino skilled workers and professionals who want to access the EFTA market or partner with EFTA service suppliers who intend to supply services in the Philippines were also highlighted.

The three cities were chosen due to the high concentration of Philippine exporters and manufacturers in key sectors. Cebu is an important economic center in Visayas for products such as furniture, processed food, fashion accessories, to name a few. Cebu hosts 7 manufacturing ecozones, 35 IT parks and centers, an agro-industrial ecozone, and 2 tourism ecozones. Davao, on the other hand, is called the Food Basket of the Philippines being an important producer and hub for agricultural produce, such as bananas, pineapples, and cacao. There are 2 manufacturing ecozones, 11 IT parks and centers, and 3 agro-industrial ecozones located in Davao. Finally, Manila is the center for commerce, banking and finance, and serves as headquarters for a number of companies.

The OCOV is DTI's primary mechanism to involve stakeholders in its trade policy formulation and also serves as an important dialogue mechanism for DTI to inform stakeholders about latest developments in the country's international trade and investment relations. Swiss Ambassador Andrea Reichlin, and Norwegian Ambassador Bjørn Jahnsen actively supported the sessions in Cebu, Davao and Manila. ♦

Activities in Photos



(Photo above) More than a hundred Micro, Small and Medium Enterprises benefitted from the 2-day entrepreneurship learning session dubbed Show Me, Teach Me MSE. Made possible through the collaboration with BPI Foundation, the event was held at Kew Hotel, Tagbilaran City from November 14 to 15, 2018. Topics from the sessions include Green Business Ideas and Practices as well as Basic Business Recording which were taught by Philippine Trade Training Center accredited speakers.

(Photo below) DTI-Bohol participated in the Gobyerno Serbisyo Para sa Bayan, an initiative of the Office of the President thru the Office of the Presidential Assistant of the Visayas and LGU Panglao, which happened last November 13, 2018 at the Panglao Cultural Center, Panglao, Bohol. DTI Bohol mobilized the AH shoppers Mart and DU EK SAM Inc to sell their products during the whole day Diskwento Caravan.



Activities in Photos



(Photo above) DTI Siquijor conducted Diskwento Caravans in Larena and Siquijor.

(Photo below) Launching of the Suggested Retail Price (SRP) and prescribed labelling for milled rice in Siquijor; Stakeholders' Meeting with National Food Authority Siquijor, DTI Siquijor and the Office of the Provincial Agriculturist.



DTI-CARP COFFEE 101 TRAINING CARAVAN IN BOHOL



Bing Sumanoy, DTI7 Coffee Industry Cluster Regional Focal Person, during one of her trainings.

Coffee occupies an important place in the world economy, being widely consumed as the most prestigious beverage. In the world trade, coffee ranks first among non-staple commodity and is rated as the fifth most important agricultural product. The recent worldwide popularity of special brews and exotic blends of coffee gives a silver of hope to the Philippine Coffee Industry.

The wonderful aroma of ground beans and the flavorful taste of coffee have become the life blood of many booming cafes. Hence, greater demand for the main ingredient of the potent brew is indeed increasing due to the escalating patronage of coffee products and some coffee shops.

The question now is whether Philippines has the capability of satisfying this ever increasing demand for good green coffee beans. Moreover,

is Bohol ready to supply green coffee beans in certain volumes and at acceptable quality?

Directions are now in the pipeline where the province of Bohol through a consortium of governmental and non-governmental entities through the Bohol Coffee Development Council started to do ground validation on coffee plants and coffee farms all over the province. This is basically designed to generate not just ball park figures but a more realistic database on the status of the Bohol coffee industry.

For more than ten (10) years, government through the Department of Environment and Natural Resources through its National Greening Program provided coffee planting materials to certain communities in the upland areas of Bohol where more than a thousand hectares in the forest zones have been planted with coffee. Some survived and are now harvestable.

The last quarter of the year through the first two (2) months of the following year is the harvest season for coffee. Seeing the opportunity to have a good harvest this season, the Department of Trade and Industry through the Comprehensive Agrarian Reform Program and the Coffee Industry Clustering Program together with the Bohol Coffee Development Council, the Department of Agrarian Reform, the Department of Environment and Natural Resources, the Department of Agriculture and the Provincial Government of Bohol through the Office of the Provincial Agriculturist conducted the first ever Coffee 101 Training Caravan last October 10 – 12, 2018. This caravan covers the municipality of Bilar, Dagohoy, Ubay, Alicia, Danao, Carmen and San Miguel training a total of 182 farmers and other coffee stakeholders in the 7 municipalities.

Ms. Maribel “Bing” Sumanoy, the DTI7 Coffee Industry Cluster Regional Focal Person and one of the 5 Coffee Q Grader of DTI acted as the resource person. Her training on Coffee Grading and her understanding of the Coffee Standard System together with her hands-on experience in coffee production through the Baslay Coffee allows her to deliver theoretical and hand-on experience in post-harvest processing to the Bohol coffee farmers.

This Coffee 101 Training Caravan was designed to allow coffee farmers to appreciate the right coffee harvesting and sorting. The training also enabled the farmers to understand the coffee grading and standards systems right at their farms. By having them appreciate these enabled them to get better prices for their green coffee beans. Post-harvest processing was given utmost attention for this is a major contributor to the flavor profile of the coffee. This can either improve or destroy the flavor profile of the coffee. Proper processing is thus considered crucial to quality coffee.

Although Bohol cannot compete with other provinces in the country in terms of quantity and volume of Green Coffee Beans, it has been the intention of the Bohol Coffee Development Council to achieve the Bohol Coffee Mission on Zero Defect on the Green Coffee Beans. Achieving this will allow our farmers to supply to the local market quality beans at better prices. This will also lead in the development of the Bohol Blends where this can be marketed in the local resorts and hotels for their morning brews.

More activities are in the pipeline to reach out to more coffee farmers in the countryside, training them and guiding them on the proper production protocol and on the appropriate post-harvest processing procedure. (blp)

Activities in Photos



(Photo above) Thirty KMME mentee-graduates were given Certificates of Recognition, medals, and sablays for completing the 10 weekly sessions and presenting their Business Improvement Plans to business panelists. The third batch of KMME, the biggest batch so far for the province, all hail from the second congressional district of Bohol. Partners of this program are The Local Government Unit of Talibon, Hon. Aris Aumentado, Talibon Chamber of Commerce and Industry, and Bohol Chamber of Commerce and Industry. Present during the ceremony were OIC Provincial Director Maria Soledad Balistoy, DTI 7 Regional Director Asteria Caberte, Dean Virgilio "Nonoy" Espeleta of Philippine Center for Entrepreneurship, and Assistant Secretary for Regional Operations Group Blesila Lantayona.

(Photo below) The new Negosyo Center Business Counselors were accompanied by DTI staff Jojo Somido and Anton Gabila to visit the various SSF (Shared Service Facility) and MSME Projects in Negros Oriental.





**Ayaw usiki imong
kwarta;
produkto susiha;
kay ang peke
nagka daghan na!**

#LastPisoKoAmpingKo

A Friendly Reminder from the Department of Trade and Industry - Cebu Provincial Office



**"Sir, ang inyong laptop ba gahapon
pa nako napalit. Murag guba naman
ang battery. Di-ara akong
resibo sir."**



**Kung ang produkto
adunay kadudahan,
Ayaw kahadlok ug
balik sa gipalitan.**

#LastPisoKoAmpingKo

A Friendly Reminder from the Department of Trade and Industry - Cebu Provincial Office



BOI FOREIGN INVESTMENT APPROVALS SOAR 156.7% IN FIRST 10 MOS, BOOSTING OVERALL FIGURES TO REACH P515.9B

Foreign businesses continue to show strong confidence in the country's continued growth, directing large sums of capital into the country as evident in the 156.7% increase in investment approvals with the Philippine Board of Investments (BOI) in the first 10 months of the year. The country's primary industry development and lead investment promotion agency reported that foreign investment approvals from January to October 2018 reached P39.3B compared to the P15.3B recorded in the same period last year.

Overall, investment approvals with the agency reached P515.9B in the first 10 months of 2018, a 26.2-% increase compared to the same period last year where it reached P408.8B.

"The latest BOI investment figure is a concrete testament to the continued confidence of the international investing community on the strong fundamentals of the Philippine economy and the policy reforms and infrastructure development under President Duterte's administration," said Trade Secretary and BOI Chairman Ramon Lopez.

Among the main country-sources of FDIs are Indonesia with P6.4B, Malaysia with P2.9B, Japan with P2.8B, Aus-

tralia with P1.1 billion, China with P1.1B, the United States of America with P612M, Italy with P485.7M, Singapore with P404.1M, and finally Switzerland with P357.7M.

To further complement the already strong economic fundamentals, Secretary Lopez also said, "The agency is seriously geared towards spearheading the much-needed investments promotion and policy initiatives such as the Strategic Investments Priority Plan (SIPP)—a key in creating more jobs and business opportunities that will spread more prosperity and enable more Filipinos to beat poverty." The BOI is already in high gear as SIPP roadshows are being launched across the provinces in the archipelago, in preparation for the Tax Reform for Attracting Better and High- Quality Opportunities or TRABAHO Bill.

"After the record-breaking investment approval figure of P617B in 2017, the agency is working hard to breach its investment target of P680B for this year. The rest of the year should be pretty exciting. There are several big-ticket projects undergoing strict evaluation process, to ensure that incentives are needed to realize their strategic impact," Trade Undersecretary and BOI Managing Head Ceferino Rodolfo said.#



Calendar Art

NOVEMBER 2018						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
28	29	30	31	1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19 National KMME Summit	20	21	22 Fabrication Laboratories Festival 2018	23	24
25	26	27 Opening of OTOP PH Hub in Siquijor	28	29	30	1

KALAMPUSAN

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